



# July 2015

Area Delimited by Entire OK State MLS -  
Single-Family Property Type



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

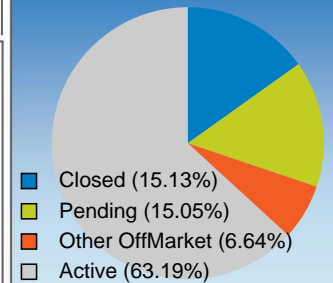
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**Absorption:** Last 12 months, an Average of **3,846** Sales/Month

**Active Inventory** as of July 31, 2015 = **19,389**

	JULY		
	2014	2015	+/-%
Closed Listings	4,544	4,642	2.16%
Pending Listings	4,362	4,618	5.87%
New Listings	6,848	7,168	4.67%
Average List Price	181,001	183,877	1.59%
Average Sale Price	175,953	179,419	1.97%
Average Percent of List Price to Selling Price	96.82%	97.67%	0.89%
Average Days on Market to Sale	67.32	60.62	-9.95%
End of Month Inventory	20,492	19,389	-5.38%
Months Supply of Inventory	5.51	5.04	-8.56%

## Market Activity



Report Produced on: Aug 12, 2015

# Monthly Inventory Analysis

Data from the OKLAHOMA ASSOCIATION OF REALTORS®

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2015 decreased **5.38%** to 19,389 existing homes available for sale. Over the last 12 months this area has had an average of 3,846 closed sales per month. This represents an unsold inventory index of **5.04** MSI for this period.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.97%** in July 2015 to \$179,419 versus the previous year at \$175,953.

### Average Days on Market Shortens

The average number of **60.62** days that homes spent on the market before selling decreased by 6.70 days or **9.95%** in July 2015 compared to last year's same month at **67.32** DOM.

### Sales Success for July 2015 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 7,168 New Listings in July 2015, up **4.67%** from last year at 6,848. Furthermore, there were 4,642 Closed Listings this month versus last year at 4,544, a **2.16%** increase.

Closed versus Listed trends yielded a **64.8%** ratio, down from last year's July 2015 at **66.4%**, a **2.40%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## Real Estate is Local

### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

### Find a REALTOR® at okrealtors.com

For more information, contact:

**Steve Reese - Vice President of Marketing**  
**405-848-9944**  
**steve@okrealtors.com**  
**Or visit: www.okrealtors.com**



# Monthly Inventory Analysis

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**OKLAHOMA ASSOCIATION OF REALTORS®**  
**July 2015**



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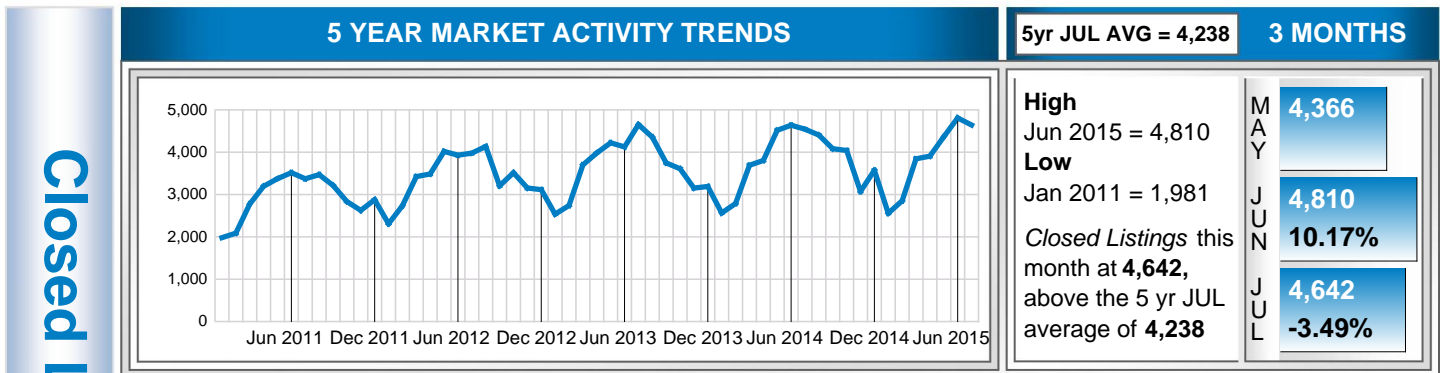
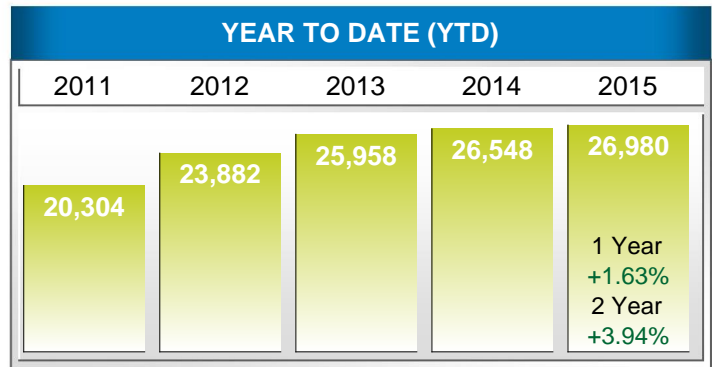
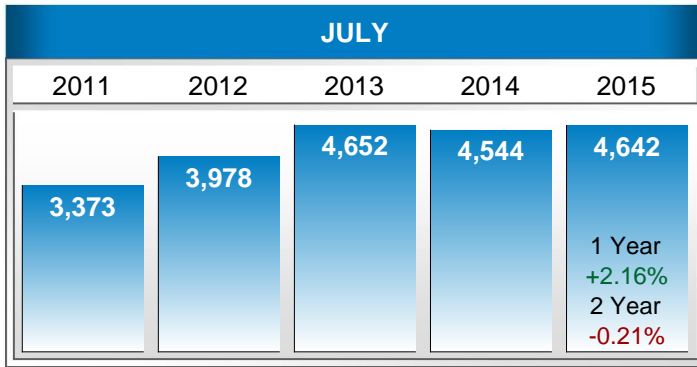
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Closed Sales as of Aug 10, 2015

## Closed Listings

Report Produced on: Aug 12, 2015

Area Delimited by Entire OK State MLS - Single-Family Property Type



Closed Listings

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### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	396	8.53%	81.4	194	171	28	3		
\$50,001 - \$75,000	357	7.69%	71.9	120	208	25	4		
\$75,001 - \$125,000	953	20.53%	53.1	211	666	72	4		
\$125,001 - \$175,000	1,142	24.60%	47.8	155	779	198	10		
\$175,001 - \$225,000	682	14.69%	66.4	90	368	210	14		
\$225,001 - \$300,000	568	12.24%	64.0	66	231	241	30		
\$300,001 and up	544	11.72%	67.5	44	131	304	65		
Total Closed Units:				4,642	60.6	880	2554	1078	130
Total Closed Volume:				832,861,233		110.45M	392.04M	280.58M	49.80M
Average Closed Price:				\$179,419		\$125,506	\$153,498	\$260,279	\$383,078



# Monthly Inventory Analysis

Data from the  
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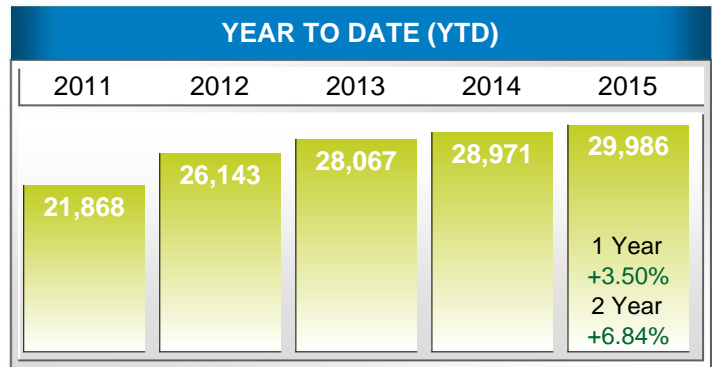
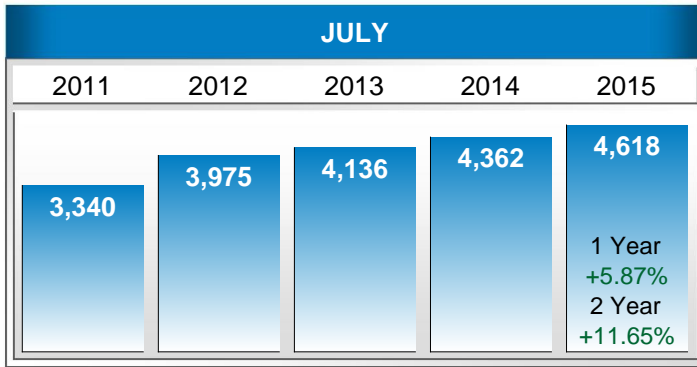
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Pending Listings as of Aug 10, 2015

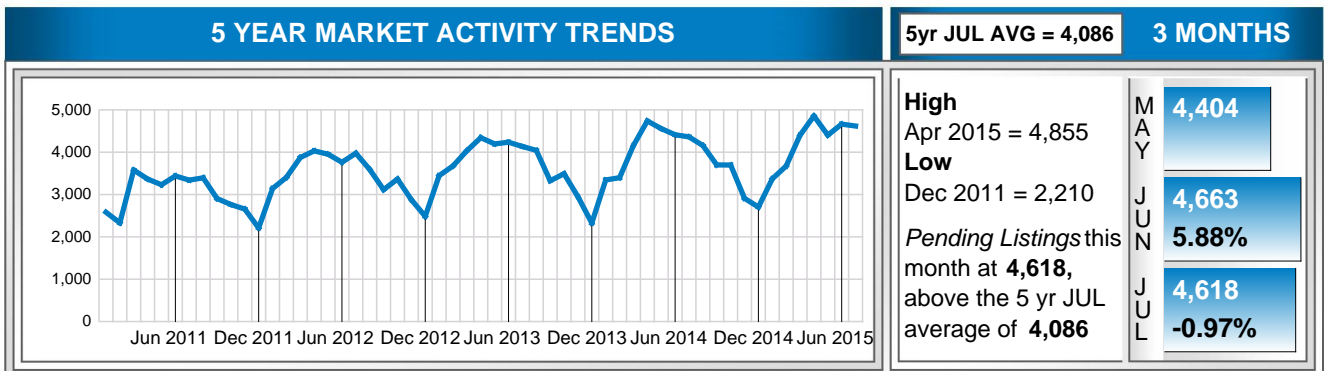
## Pending Listings

Report Produced on: Aug 12, 2015

Area Delimited by Entire OK State MLS - Single-Family Property Type



Pending Listings



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	412	8.92%	88.0	180	204	25	3	
\$50,001 - \$75,000	379	8.21%	73.6	108	250	18	3	
\$75,001 - \$125,000	926	20.05%	53.8	225	638	59	4	
\$125,001 - \$175,000	1,124	24.34%	47.6	152	778	176	18	
\$175,001 - \$225,000	649	14.05%	57.8	73	357	209	10	
\$225,001 - \$300,000	601	13.01%	62.3	69	239	255	38	
\$300,001 and up	527	11.41%	67.5	49	130	284	64	
Total Pending Units: 4,618				64.1	856	2596	1026	140
Total Pending Volume: 821,377,177					109.16M	394.20M	267.30M	50.71M
Average Listing Price: \$173,076					\$127,527	\$151,849	\$260,531	\$362,214

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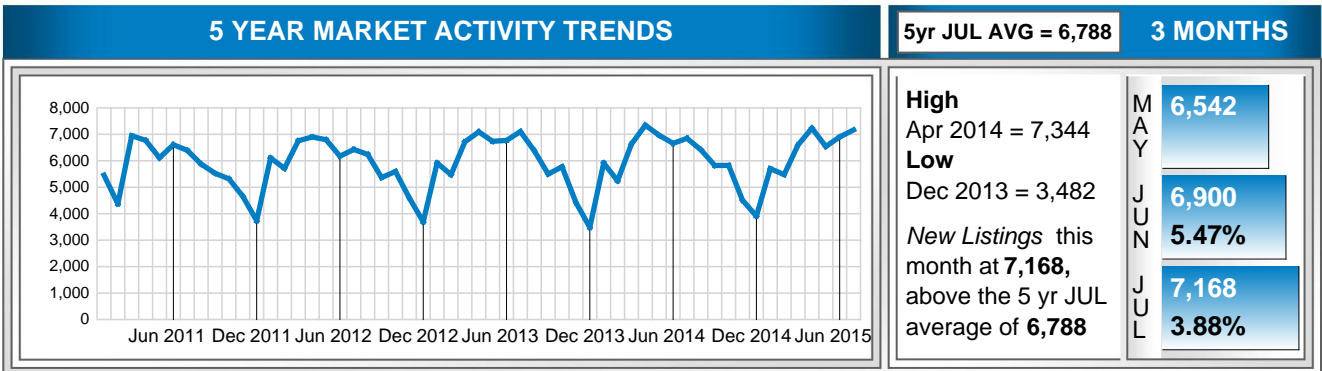
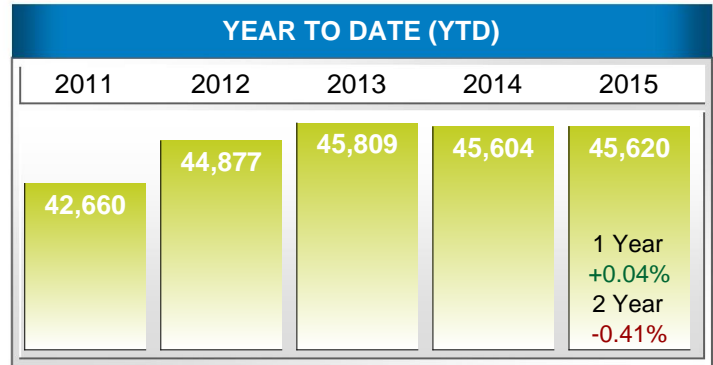
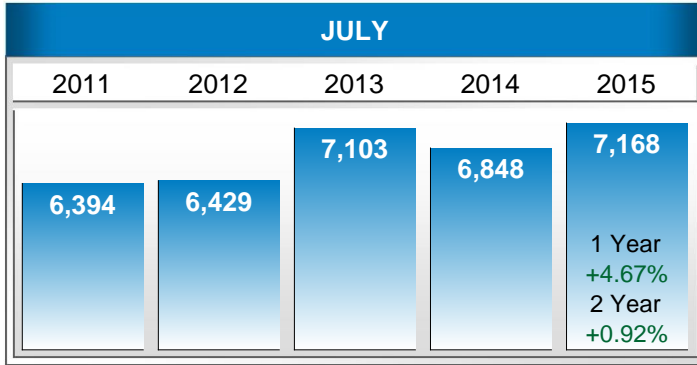
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New Listings as of Aug 10, 2015

## New Listings

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New Listings

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### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	574	8.01%	277	259	35	3
\$50,001 - \$75,000	540	7.53%	202	305	28	5
\$75,001 - \$125,000	1,390	19.39%	344	910	129	7
\$125,001 - \$175,000	1,590	22.18%	239	1,083	247	21
\$175,001 - \$250,000	1,382	19.28%	177	738	430	37
\$250,001 - \$350,000	900	12.56%	97	305	435	63
\$350,001 and up	792	11.05%	68	144	411	169
Total New Listed Units:			1404	3744	1715	305
Total New Listed Volume:			194.53M	605.44M	493.66M	154.46M
Average New Listed Listing Price:			\$138,556	\$161,710	\$287,846	\$506,410



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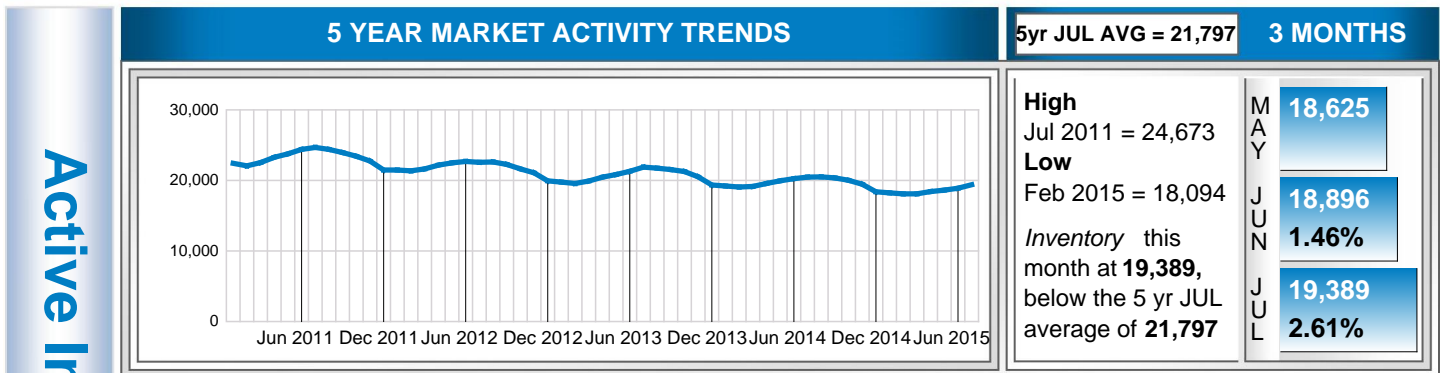
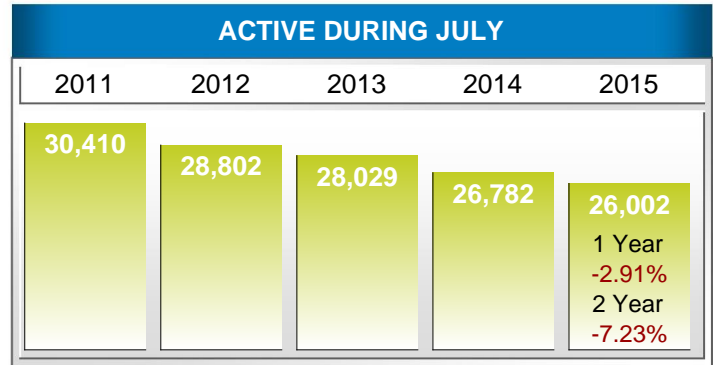
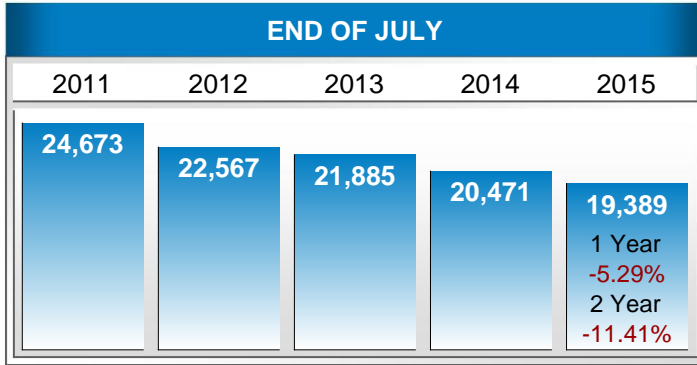
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Active Inventory as of Aug 10, 2015

## Active Inventory

Report Produced on: Aug 12, 2015

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Active Inventory

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### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,700	8.77%	135.1	922	674	95	9		
\$50,001 - \$75,000	1,798	9.27%	137.0	722	952	111	13		
\$75,001 - \$125,000	3,410	17.59%	109.3	971	2,062	349	28		
\$125,001 - \$200,000	4,874	25.14%	98.4	901	2,894	977	102		
\$200,001 - \$275,000	2,901	14.96%	96.8	457	1,254	1,090	100		
\$275,001 - \$425,000	2,701	13.93%	106.5	339	765	1,324	273		
\$425,001 and up	2,005	10.34%	108.6	204	348	935	518		
Total Active Inventory by Units:				19,389	109.1	4,516	8,949	4,881	1,043
Total Active Inventory by Volume:				4,451,850,320		689.96M	1.56B	1.57B	628.26M
Average Active Inventory Listing Price:				\$229,607		\$152,781	\$174,711	\$321,685	\$602,358





# Monthly Inventory Analysis

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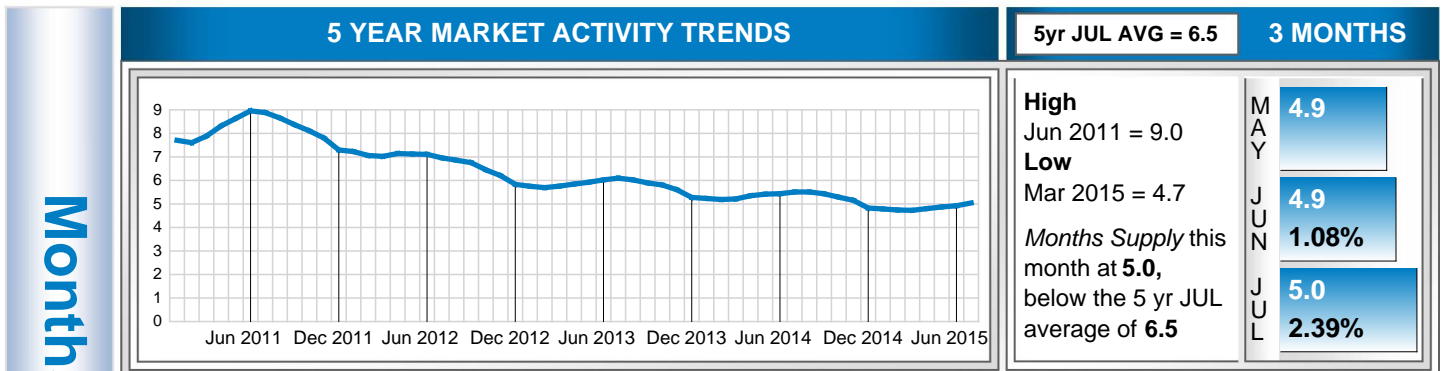
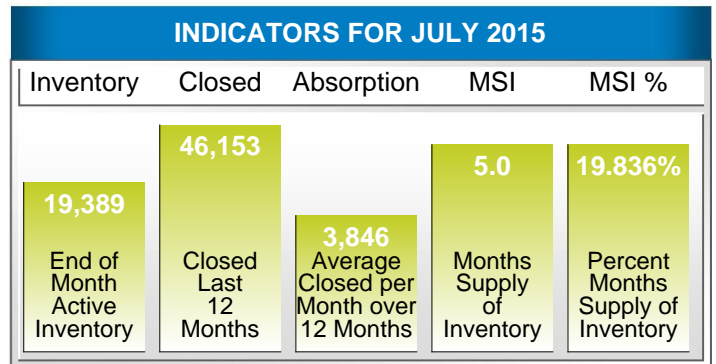
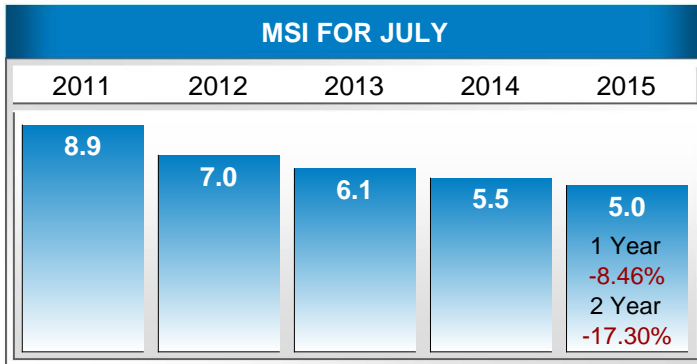
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Active Inventory as of Aug 10, 2015

## Months Supply of Inventory

Report Produced on: Aug 12, 2015

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Months Supply

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### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	1,700		8.77%	4.4	5.3	3.6	3.9	2.9
\$50,001 - \$75,000	1,798		9.27%	5.7	6.8	5.1	4.9	4.0
\$75,001 - \$125,000	3,410		17.59%	4.2	5.5	3.7	4.8	4.8
\$125,001 - \$200,000	4,874		25.14%	3.9	5.2	3.6	3.9	7.0
\$200,001 - \$275,000	2,901		14.96%	5.2	6.6	5.3	4.8	4.8
\$275,001 - \$425,000	2,701		13.93%	7.2	9.2	6.8	6.8	9.3
\$425,001 and up	2,005		10.34%	13.9	20.7	14.6	11.7	17.0
MSI:		5.0			6.1	4.2	5.6	9.7
Total Active Inventory:		19,389			4,516	8,949	4,881	1,043



# Monthly Inventory Analysis

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**OKLAHOMA ASSOCIATION OF REALTORS®**

## July 2015

Closed Sales as of Aug 10, 2015



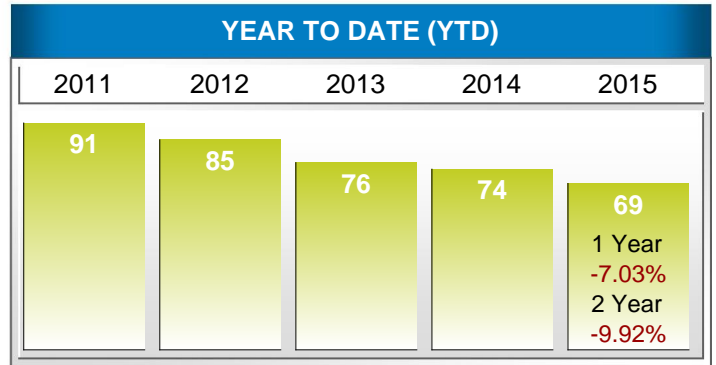
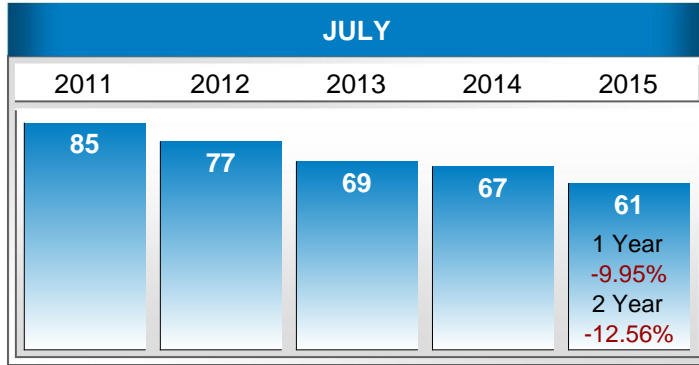
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### Average Days on Market to Sale

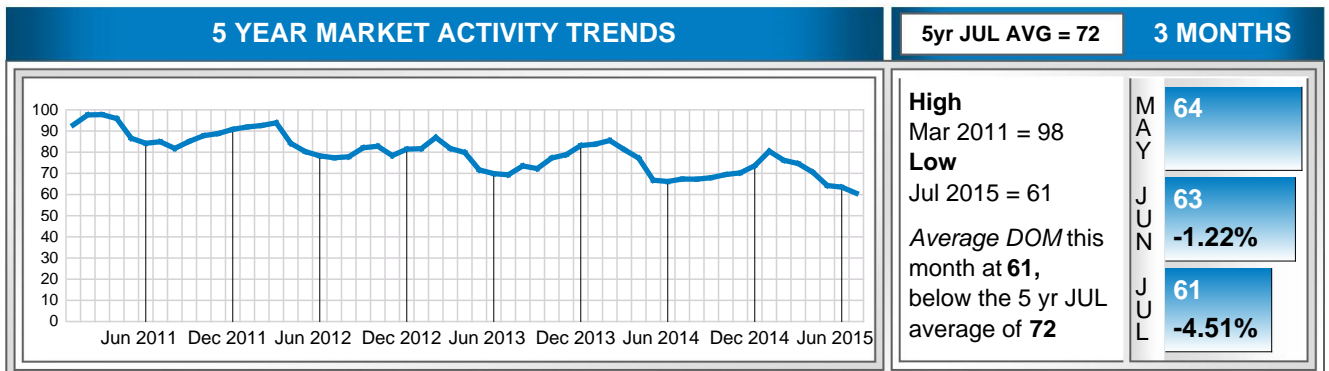
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Area Delimited by Entire OK State MLS - Single-Family Property Type



Average Days on Market

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#### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	396	8.53%	81.4	86.0	81.0	57.6	26.0
\$50,001 - \$75,000	357	7.69%	71.9	75.8	66.9	79.7	169.5
\$75,001 - \$125,000	953	20.53%	53.1	54.8	50.8	65.9	102.8
\$125,001 - \$175,000	1,142	24.60%	47.8	54.5	44.9	52.9	64.9
\$175,001 - \$225,000	682	14.69%	66.4	97.2	59.4	64.2	86.4
\$225,001 - \$300,000	568	12.24%	64.0	66.8	64.7	64.7	46.5
\$300,001 and up	544	11.72%	67.5	77.3	69.4	63.0	78.5
Average Closed DOM: 60.6				70.9	55.8	62.2	73.3
Total Closed Units: 4,642				880	2554	1078	130
Total Closed Volume: 832,861,233				110.45M	392.04M	280.58M	49.80M



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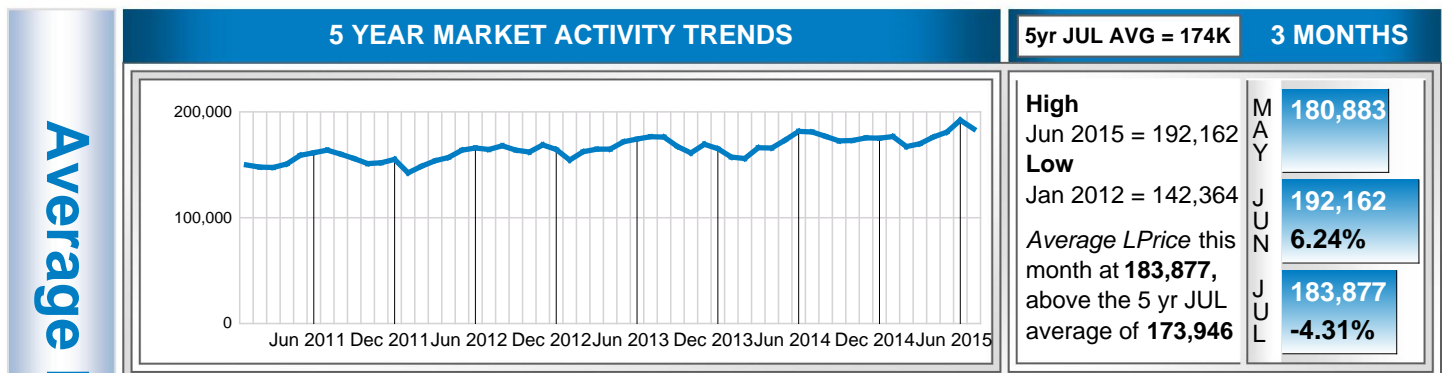
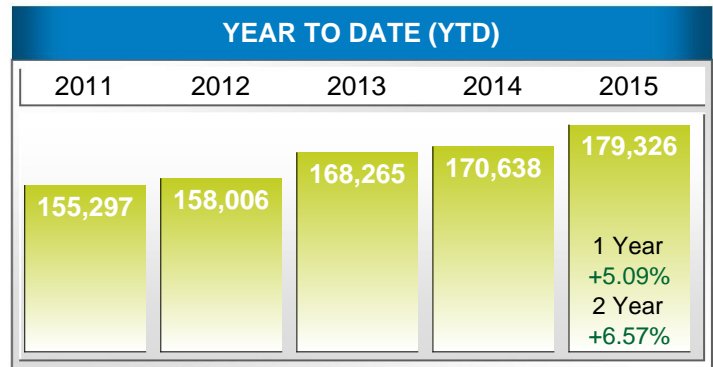
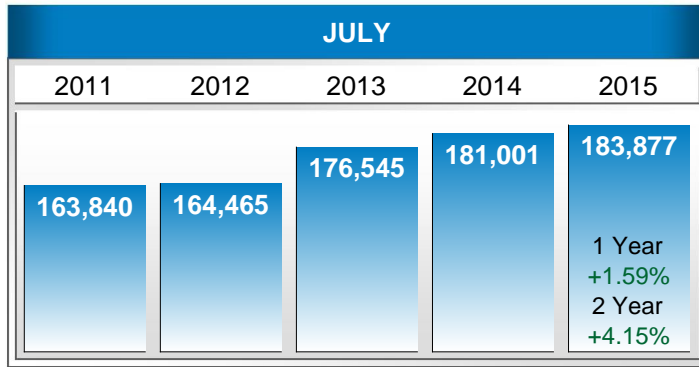
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Closed Sales as of Aug 10, 2015

## Average List Price at Closing

Report Produced on: Aug 12, 2015

Area Delimited by Entire OK State MLS - Single-Family Property Type



Average List Price

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### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	355	7.65%	33,371	34,963	38,068	38,573	28,300
\$50,001 - \$75,000	351	7.56%	63,999	66,709	67,497	68,316	76,700
\$75,001 - \$125,000	933	20.10%	102,538	103,734	105,485	111,801	108,560
\$125,001 - \$175,000	1,141	24.58%	150,624	153,229	151,830	159,393	165,019
\$175,001 - \$225,000	705	15.19%	198,639	205,775	201,801	202,477	219,089
\$225,001 - \$300,000	601	12.95%	260,351	263,935	259,811	266,387	273,752
\$300,001 and up	556	11.98%	459,005	410,393	438,745	453,297	578,888
Average List Price:	\$183,877			\$130,026	\$156,943	\$266,159	\$395,259
Total Closed Units:	4,642			880	2554	1078	130
Total List Volume:	853,557,565			114.42M	400.83M	286.92M	51.38M





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## July 2015

Closed Sales as of Aug 10, 2015



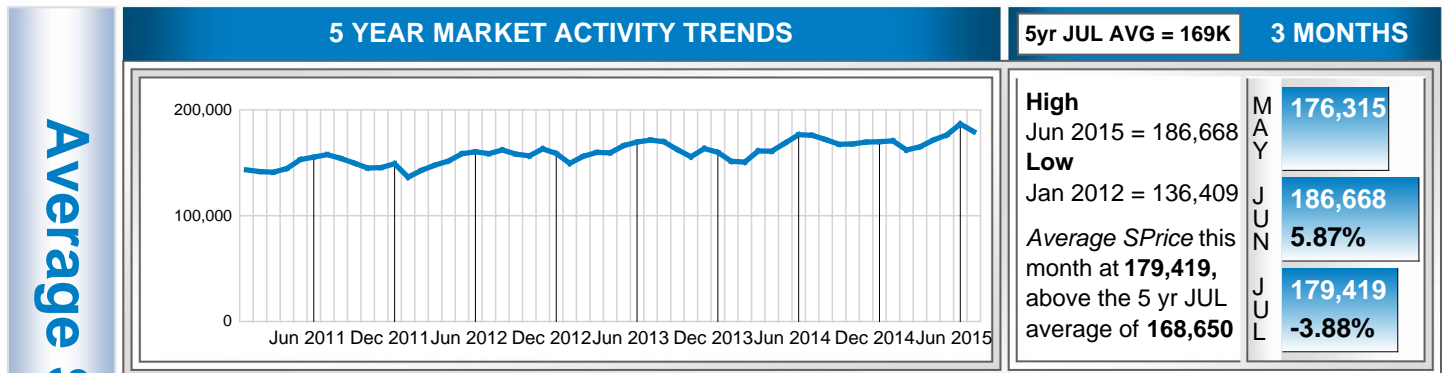
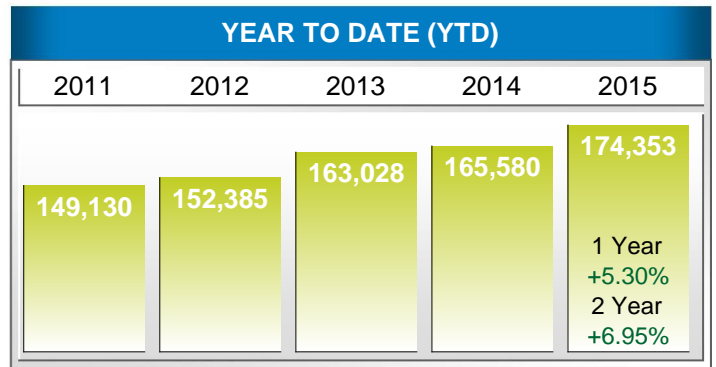
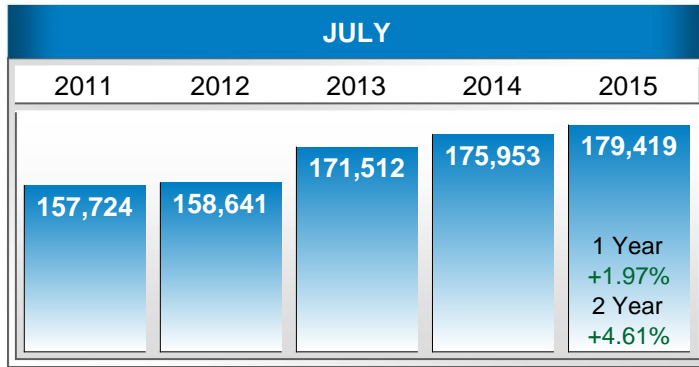
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## Average Sold Price at Closing

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Average Sold Price

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### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	396	8.53%	32,394	30,965	33,634	34,609	33,467
\$50,001 - \$75,000	357	7.69%	63,235	62,515	63,609	63,189	65,625
\$75,001 - \$125,000	953	20.53%	102,631	100,335	102,705	108,335	108,815
\$125,001 - \$175,000	1,142	24.60%	150,654	149,700	149,430	155,893	157,040
\$175,001 - \$225,000	682	14.69%	199,036	200,344	198,188	199,591	204,557
\$225,001 - \$300,000	568	12.24%	258,913	256,281	256,040	261,509	265,981
\$300,001 and up	544	11.72%	449,998	400,383	428,753	442,194	562,897
Average Closed Price: \$179,419				\$125,506	\$153,498	\$260,279	\$383,078
Total Closed Units: 4,642				880	2554	1078	130
Total Closed Volume: 832,861,233				110.45M	392.04M	280.58M	49.80M



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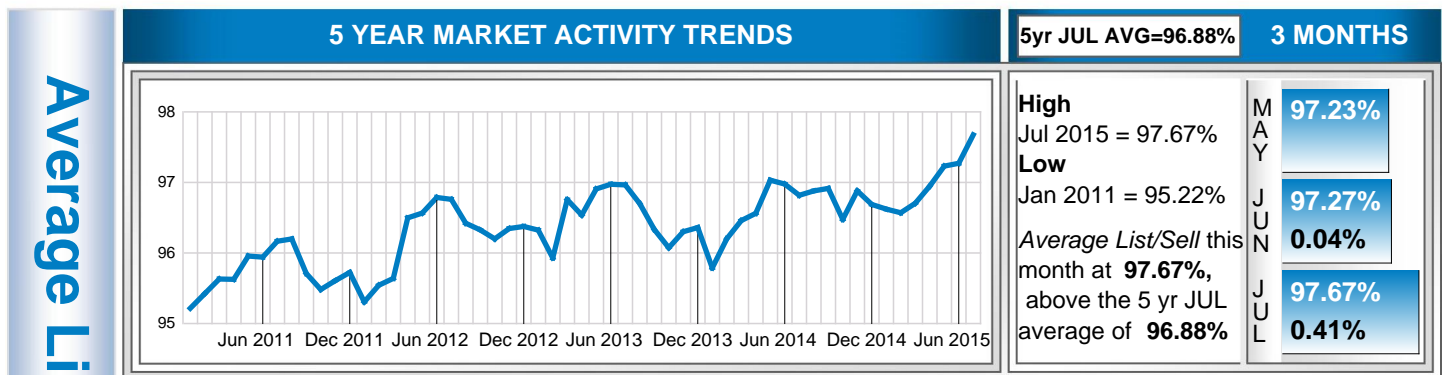
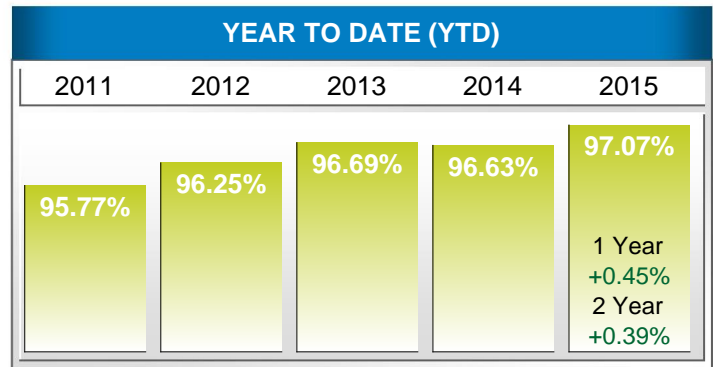
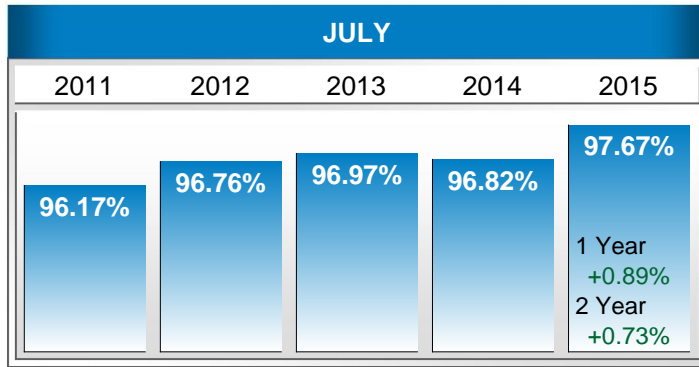
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Closed Sales as of Aug 10, 2015

## Average Percent of List Price to Selling Price

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### AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	396	8.53%	95.01%	92.52%	92.26%	117.47%	203.33%
\$50,001 - \$75,000	357	7.69%	94.69%	94.35%	95.20%	93.41%	85.94%
\$75,001 - \$125,000	953	20.53%	97.97%	97.12%	98.30%	97.19%	100.43%
\$125,001 - \$175,000	1,142	24.60%	98.45%	97.94%	98.69%	98.09%	95.51%
\$175,001 - \$225,000	682	14.69%	98.23%	97.53%	98.33%	98.67%	93.66%
\$225,001 - \$300,000	568	12.24%	98.28%	97.21%	98.68%	98.31%	97.29%
\$300,001 and up	544	11.72%	98.10%	97.58%	99.31%	97.80%	97.38%
Average List/Sell Ratio: 97.70%				95.94%	97.85%	98.51%	99.00%
Total Closed Units: 4,642				880	2554	1078	130
Total Closed Volume: 832,861,233				110.45M	392.04M	280.58M	49.80M

Average List/Sell Price

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# Monthly Inventory Analysis

Data from the  
**OKLAHOMA ASSOCIATION OF REALTORS®**  
**July 2015**



OKLAHOMA  
 ASSOCIATION OF  
 REALTORS®

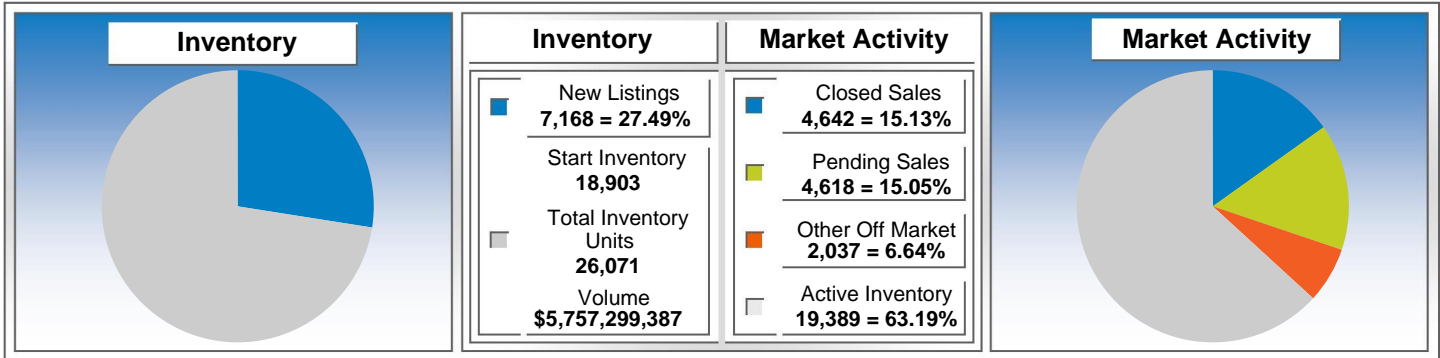
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Inventory as of Aug 10, 2015

## Market Summary

Report Produced on: Aug 12, 2015

Area Delimited by Entire OK State MLS - Single-Family Property Type



**Absorption:** Last 12 months, an Average of **3,846** Sales/Month

**Active Inventory** as of July 31, 2015 = **19,389**

	JULY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	4,544	4,642	2.16%	26,548	26,980	1.63%
Pending Sales	4,362	4,618	5.87%	28,971	29,986	3.50%
New Listings	6,848	7,168	4.67%	45,604	45,620	0.04%
Average List Price	181,001	183,877	1.59%	170,638	179,326	5.09%
Average Sale Price	175,953	179,419	1.97%	165,580	174,353	5.30%
Average Percent of List Price to Selling Price	96.82%	97.67%	0.89%	96.63%	97.07%	0.45%
Average Days on Market to Sale	67.32	60.62	-9.95%	73.88	68.68	-7.03%
Monthly Inventory	20,492	19,389	-5.38%	20,492	19,389	-5.38%
Months Supply of Inventory	5.51	5.04	-8.56%	5.51	5.04	-8.56%

